

## Message Text

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ACTION PM-07

INFO OCT-01 AF-10 ISO-00 CIAE-00 DODE-00 H-03 INR-11 L-03

NSAE-00 NSC-07 PA-04 RSC-01 PRS-01 SP-03 SS-20

USIA-15 EB-11 COME-00 MC-02 OMB-01 TRSE-00 DRC-01

CIEP-03 /104 W

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R 021130Z AUG 74

FM AMEMBASSY KINSHASA

TO SECSTATE WASHDC 8803

C O N F I D E N T I A L KINSHASA 6692

E.O. 11652: GDS

TAGS: MASS MLAP CG

SUBJECT: POTENTIAL SALE OF BOEING-VERTOL CHINOOK HELICOPTERS  
TO ZAIRE

1. EMBASSY INFORMED BY U.S. MILIARY MISSION TO ZAIRE  
(ZAMISH) JULY 31 THAT FIRM GOZ DECISION TAKEN TO  
PURCHASE 12 RPT 12 CHINOOK CH-47 HELICOPTERS FROM  
BOEING-VERTOL. ACCORDING BOEING SALES REPS HERE  
DECISION MADE BY MOBUTU HIMSELF. PACKAGE COST FOR  
AIRCRAFT, RELATED SPARES, FLIGHT SIMULATORS AND  
TECHNICAL ASSISTANCE DOLLARS 55 RPT 55 MILLION.

2. GOZ OFFICE OF PRESIDENCY HELD VERY CLOSE-TO-CHEST  
NEGOTIATIONS WITH BOEING SALES REPS OVER PERIOD OF  
SEVERAL WEEKS AT SAME TIME AS ZAMISH SHEPHERDING  
SIKORSKY REPS FOR MORE OPEN AND APPARENTLY PROMISING TALKS  
FOR SALE OF 16 SIKORSKY HELICOPTERS. ZAMISH AS  
SURPRISED AS EVERYONE ELSE WHEN BOEING REPS FILLED THEM  
IN JULY 31.

3. ANSWERS NOT YET AVAILABLE TO TWO PERTINENT QUESTIONS:

A. IS BOEING SALE INSTEAD OF OR IN ADDITION TO SIKORSKY  
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DEAL? IF IN ADDITION, TOTAL COST WOULD BE DOLLARS 132

RPT 132 MILLION. (TOTAL COST INCLINES US TO VIEW CHINOOKS ARE  
SUBSTITUTE FOR SIKORSKYS.)

B. GOZ APPARENTLY MADE OFFER, ACCEPTED BY BOEING,  
TO PAY IN COPPER. WILL THIS WASH IN VIEW RECENT  
GOZ REASONING IN DECISION NOT TO USE COPPER IN PAYMENT OF  
ROCKWELL/COLLINS SATELLITE COMMUNICATIONS SYSTEM?

4. BOEING PAYS TO USG DOLLARS 100 THOUSAND PER CHINOOK  
SOLD AS REIMBURSEMENT FOR USG-PROVIDED R&D FACILITIES  
USED IN DEVELOPING CHINOOK. ZAMISH HAS SUGGESTED TO  
DOD THAT THIS PAYMENT BE WAIVED FOR THIS SALE (AS IT  
HAS IN OTHER RECENT FOREIGN SALES OF CHINOOKS). A  
FAVORABLE DOD DECISION WOULD REDUCE PACKAGE PRICE BY  
DOLLARS 1.2 RPT 1.2 MILLION. GOZ HAS NOT BEEN APPRISED  
THIS POSSIBILITY TO AVOID ADVERSE REACTION  
TO EVENTUAL NEGATIVE DOD DECISION.

5. ACCORDING TO ZAMISH, ASSOCIATED GROUND CREW AND FLIGHT  
PERSONNEL TRAINING WILL BE LONG AND ARDUOUS AS NONE OF  
TRAINEES WILL HAVE ANY EXPERIENCE IN HELICOPTER FIELD.  
NEWLIN

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## Message Attributes

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